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| **Title** | **International Real Estate Transactions** |
| **Lecturers:** | **dr. Szilárd Kui,** DLA Piper, local partner  [szilard.kui@gmail.com](mailto:szilard.kui@gmail.com) |
| **Brief description** | During this course we will dive into the exciting world of cross border commercial real estate (office buildings, shopping malls, logistic centers, factories, hotels) transactions. We will examine how the commercial real estate market works, who are the actors and what forces drive the behaviour of those actors. In the second half of the course we will take apart a typical international real estate transaction from inception, trough initial negotiations to signing and closing a fully fledged portfolio sale and purchase agreement. |
| **Schedule** | 1. Introduction, schedule and requirements   2. What are commercial real estates? Is there an international market for them?  3. How do lease agreements work and why are they important?  4. Putting a sale and purchase on track; negotiating a letter of intent  5. The role of due diligence and what to look for  6. How to structure an international real estate transaction?  7. Sale and purchase agreements I.  8. Sale and purchase agreements II.  9. Sale and purchase agreements III.  10. Limitation of liability, claims  11. W&I insurance and other tools to manage risks  12. Summary, consultation, course test |
| **Materials/Recommended readings** | Any required reading materials will be sent or handed over to students. |
| **Assessment/Exam** | Performance will be assessed based on activity in class and the result of written test(s). |